



FOR IMMEDIATE RELEASE  
Friday, Sept. 5, 2003

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## **Senator Urges Vendors to Consider State Contracts**

### *Seminars Useful Way to Learn About Winning State Bids*

LANSING – With an economy starting to emerge from its recent recession, state Sen. Jason Allen (R-Traverse City) said Friday that vendors in northern Michigan should not miss the chance to buoy their businesses by taking advantage of state contracts.

**A seminar on how to bid and win government contracts will run from 2 p.m. to 4, Sept. 9, at Northwestern Michigan College in Traverse City. The seminar will be in the Olsen Center Building, 1701 E. Front St.**

**A second seminar is scheduled from 8:30 a.m. to 11:30, Sept. 11, in Sault Ste. Marie at the Ojibway Hotel, 240 W. Portage Ave.**

The seminars will instruct business owners and managers in several techniques, including:

- How to register as a vendor with the State of Michigan
- How state and local government agencies buy goods and services
- How to place bids on certain construction projects

“We had a budget crunch this year, but the state still needs to purchase goods and services from private companies,” Allen said. “Businesses in the northern lower and upper peninsulas should make sure they are in the mix when bids are sent out by the state.”

Allen said the state contracts with vendors for a wide variety of goods and services, including asbestos abatement, substance abuse treatment and food.

“A few government contracts could mean sustained profitability and even expansion for the right business,” Allen said. “That means more jobs, a better tax base and more prosperity. Business owners and managers would do well to attend this seminar.”